

Volume 1, Issue 1
January 15, 2004

Business Link

A quarterly MBE/WBE publication of news, information and procurement opportunities for the State of Missouri – Supplier Diversity Program.

• STATE OF MISSOURI •
SUPPLIER DIVERSITY PROGRAM
301 W. HIGH STREET, RM. 840
JEFFERSON CITY, MO 65102
(573) 751-8130 PHONE
(573) 522-8078 FAX
www.oa.mo.gov/oeo/sdp.html

Did You Know?

- Senate Bill 600 requires that the state discontinue doing business with companies who make retail sales in the state of Missouri but who have **NOT** properly registered with the state to collect and remit taxes. For more information go to the web site for the State of Missouri. (www.state.mo.us)

Inside this issue:

The Newberry Group-Is Ripe For The Picking. Page 2

MBE/WBE Contract Awards Page 2

Upcoming Bid Opportunities (DPMM) and (D&C) Page 3

Supplier Diversity – What Is It? Page 4

Submit An Article To Business Link Page 4

Supplier Diversity Program
Monica Armstrong Billinger
Manager
Billim@mail.oa.state.mo.us
Myra Drummond Lewis
Program Coordinator
Drummm@mail.oa.state.mo.us

Governor Releases the State of Minority Business Report



Governor Bob Holden released the State of Minority Business Report highlighting the administration's efforts, which have increased total operating expenditures by the state with minority businesses by more than 150 percent since 2000. The report also sets out recommendations on how to achieve the goal of full 10 percent participation as outlined in Executive Order 98-21.

On November 9, 1998, Executive Order 98-21 set standards and objectives for Minority Business Enterprise (MBE) participation to reach 10 percent within Missouri state government. Since 2000, the state has increased MBE total operating expenditures by 2.5 times, progressing from 3.9 percent to 9.94 percent in 2003. When capital improvement and highway spending, which is controlled by a commission independent of the Governor, are included the partici-

pation rate has still increased from 3.55 percent in 2000 to 6.29 percent in 2003. In addition, nearly half of all state agencies have exceeded the required 10 percent participation.

The state has also made improvement to increase minority businesses as prime contractor, which is up 33 percent since 2000. In addition, minority businesses have achieved 20.7 percent participation on contract of \$100,000 or more through subcontracting opportunities. In the report, the Governor called for the reactivation of the Minority Business Advocacy Commission to determine how best to expand opportunities for minority businesses through the implementation of the State Oversight Review Committee's recommendations.

(Source: Governor's Press Release 11-05-03)

MO Minority Business Advocacy Commission Reactivated

Charged with how the state can rapidly engage small and large minority owned businesses with an emphasis on the areas of construction and capital improvements; the reactivated Missouri Minority Business Advocacy Commission held its first meeting in December. Under the Office of Administration, the Commission will hold forums across Missouri to ascertain what methods would be beneficial to assist small and large minority business owner's expansion. The Missouri Minority Business Advocacy Commission's purpose is to increase economic opportunity for minority businesses so that we can improve the overall

climate of the state of Missouri; and to develop

and establish the inclusionary process for state departments so that they can meet or exceed the goals and objectives of the legislation and executive order designed to increase minority participation in state procurement.

Members on the commission are: Commissioner Jacquelyn White, Office of Administration; Director Kelvin Simmons, Department of Economic Development; Mrs. Nancy Anderson Tayborn, Chair; Ms. Brenda Newberry of St. Charles and Mr. Jean-Paul Chaurand of Kansas City. (Source: Governor's Boards & Commissions and Press Release 11-05-03)

THE NEWBERRY GROUP, INC., AN M/WBE RIPE FOR THE PICKING!



The Newberry Group, Inc., under the leadership of Brenda Newberry, is a growing Minority/Woman Business Enterprise (M/WBE) that is ripe for the picking. Success is only one of the fruits of this entrepreneurial M/WBE's labor.

Brenda Newberry formed The Newberry Group, Inc. in 1996 to provide IT solutions, including information systems services, database design and development, LAN/WAN implementation, maintenance and support, Web design, client/server applications and support, software applications development, and help desk/user support services. "For several clients we provide security program management and system risk assessments, reviewing what they have and what they should have, and writing security and disaster recovery plans," Brenda says. "Another key core competency is providing systems administration and support on NT, Unix and Linux and mainframe environments." The company serves clients as small as five systems, up to enterprises of 1,500 or more. It holds a top-secret security clearance. The company has grown to over 105 employees with operations in Bahrain (Asia), Ohio, Pennsylvania, Missouri, Kansas, Colorado and Washington, DC.

In October, The Newberry Group, Inc. received the 2003 Supplier of the Year Award from the National Minority Supplier Development Council. This honor is given annually to top minority firms who distinguish themselves by demonstrating growth in sales and employment. The company was one of only twelve minority businesses selected as regional suppliers of the year out of over 15,000 minority businesses across the country. In addition, The Newberry Group, Inc. received the USDA Office of Procurement and Purchasing Woman-Owned Business of the Year distinction

in 2003. Brenda feels it is very important to nurture and develop the next group of companies that will become the sustainers of the region.

Brenda graduated from the University of Maryland with a BS in Business Administration while also serving in the U.S. Air Force. She earned an MBA in Business Management from Webster University. Prior to starting The Newberry Group, Inc., Brenda worked at McDonnell Douglas (now The Boeing Company) as their systems programmer and logistics engineer. She later joined MasterCard and had advanced to vice president in 1994; where she managed the global growth of an imaging technology business unit. Brenda worked hard and put in many hours because she felt as a woman and minority she had to "do a better job."

Brenda Newberry serves on numerous professional boards such as the National Association of Women Business Owners, the Missouri Small Business Development Statewide Advisory Board, the St. Louis Enterprise Centers and RCGA. In addition, she teaches operation systems and network communications at Washington University in St. Louis.

Business advice Brenda Newberry of The Newberry Group, Inc. offers other MBE/WBE firms is: "Nice guys may finish last, but if they stay in training, build muscle and tenacity, withstand adversity...and maintain their values...they finish well because they are at peace with the road they traveled."

The Newberry Group, Inc.
2440 Executive Drive, Suite 208
St. Charles, MO 63303
(636) 928-9944 x201 (phone)
(636) 928-8899 (fax)
Web site: www.thenewberrygroup.com

MBE/WBE Contract Awards

Congratulations to the following MBE/WBE firms who were awarded contracts from the October through December period in the **second quarter of FY2004**. These contracts are administered by the Division of Purchasing and Materials Management (DPMM).

<u>Company</u>	<u>Certified</u>	<u>Contract</u>
Arrow Marketing, Inc.	(M/WBE)	Fabric: Twill
A-S-K Associates, Inc.	(MBE)	Preferred Drug List Services
Brown Printing, Inc.	(WBE)	Preferred Drug List Services
Coronoa Litho Company	(MBE)	Banking Services for WIC Program
Corvera Abatement Technology, Inc.	(MBE)	Transportation Brokerage Service
HAI & Associates, Inc.	(M/WBE)	Tour & Travel Mgmt-Int'l/Domestic
Huber & Associates, Inc.	(WBE)	Maintenance-Automated Tape Library
Modern Litho-Print Company	(WBE)	Preferred Drug List Services
Professional Services & Resources, Inc.	(M/WBE)	Third Party Liability Fund Recovery
Rose International, Inc.	(M/WBE)	Spend Analysis Consulting Service
Sherry Compton dba Insight Cargo Svcs	(WBE)	Transportation Brokerage Service
Wing Gate Travel, Inc.	(M/WBE)	Tour & Travel Mgmt-Int'l/Domestic
World Wide Technology, Inc.*	(MBE)	Maintenance-Automated Tape Library

*Prime contractors



To contact MBE/WBE firms appearing in this publication visit the Certification Program's web site at www.oa.mo.gov/oco/cp.html

UPCOMING MBE/WBE BID OPPORTUNITIES

Purchasing & Materials Management

(573) 751-2387

purchmail@mail.oa.state.mo.us

The following is a listing of selected products and services that the Division of Purchasing & Materials Management will be soliciting bids/proposals in the future that will have **MBE/WBE Sub-Contracting Opportunities**. Official solicitation documents have not yet been issued for these items.



Description	MBE/WBE Requirements	Estimated Dollar	Agency	Projected Issue Date	Buyer
Janitorial Services - Jefferson State Office Bldg.	20% MBE 10% WBE	\$160,000	Div. of Facilities Management	January 2004	Wade McDonald (573) 522-3052 mcdonw@mail.oa.state.mo.us
Enrollment/Eligibility and Pharmacy Benefit Management Services for Missouri Senior Rx Program	20% MBE 10% WBE	\$1 Million	Dept. of Health & Senior Services, Missouri Senior RX Program	February 2004	Mary Call (573) 751-1695 callm@mail.oa.state.mo.us
Genetic Parentage Testing Service	20% MBE 10% WBE	\$1 Million	Dept. of Social Services, Div. of Child Support Enforcement and Children's Services Div.	February 2004	Mary Call (573) 751-1695 callm@mail.oa.state.mo.us
Non-Emergency Medical Transportation	20% MBE 10% WBE	Unknown	Div. of Medical Services	1st Qtr. 2004	Laura Ortmeyer (573) 751-4579 ortmel@mail.oa.state.mo.us

To view a complete list of open solicitations for **Current Bids/Proposal Opportunities**, visit the Division of Purchasing's web site at www.oa.mo.gov/purch/purch.html. If you would like more information about a particular upcoming bid/proposal, contact the buyer.

Business Link Tip's

On-Line Vendor Registration allows you to register with the state through the Internet to receive electronic mail notifications of bidding opportunities for the products/services for which you registered.

It's fast and easy...register today!

[\(www.oa.mo.gov/oeo/\)](http://www.oa.mo.gov/oeo/)

Design & Construction

(573) 751-3339

chapen@mail.oa.state.mo.us

The following are **Projects Currently Bid** as of 01/09/04. To view detailed project information, electronic plans or a list of plan holders, visit Design & Construction's web site at www.oa.mo.gov/dc/dcinet/projectinformation/bidscurrent.htm.

Project Number	Title	Bid Date	MBE/WBE Requirements	Estimate
M0412-01	Replace Emergency Generator Southeast Missouri Mental Health Ctr. Farmington, MO	2/5/04 Invitation for Bid	0% MBE 0% WBE	\$60,000 to \$70,000
L0402-01	Cooling Tower Replacement Central Office Building Jefferson City, MO	1/29/04 Invitation for Bid	5% MBE 5% WBE	\$167,000 to \$210,000
J0101-01	New Public Health Laboratory Jefferson City, MO	1/22/04 Invitation for Bid	18% MBE 10% WBE	\$22,600,000 to \$27,600,000
R0402-01	Elevator Repairs General Hqtrs-Annex Bldg MO State Highway Patrol Jefferson City, MO	1/15/04 Invitation for Bid	0% MBE 0% WBE	\$30,000 to \$50,000

To view **Upcoming Projects** per agency that have been appropriated for fiscal years 2004-2005, contact Ron Holst at (573)751-2656 or visit www.oa.mo.gov/dc/dcinet/projectinformation/projectinformation/upcomingprojects.htm.



Look for a feature article from a state department regarding MBE/WBE procurement in the next Business Link.



Mailing Address Line 1
Mailing Address Line 2
Mailing Address Line 3
Mailing Address Line 4
Mailing Address Line 5

State of Missouri • Supplier Diversity Program
Truman State Office Building
301 W. High Street - Suite 840
Jefferson City, MO 65102
Phone: (573) 751-8130
Fax: (573) 522-8078
Email: oeo@mail.oa.state.mo.us

Supplier Diversity Program • Where Excellence Meets Opportunity



SUPPLIER DIVERSITY - What Is It?

WHAT IS SUPPLIER DIVERSITY?

Supplier Diversity is a proactive business process that seeks to provide minority and women suppliers equal access to purchasing opportunities. It promotes supplier participation reflective of the diverse population and business community and encourages economic development.

WHAT IS SDP'S VISION?

The Supplier Diversity Program's vision is equity in the state of Missouri procurement opportunities for MBEs/WBEs in relation to those awarded to non-MBEs/non-WBEs.

WHAT IS SDP'S MISSION?

The Supplier Diversity Program's mission is to increase expenditures with MBEs/WBEs with the State of Missouri.

WHAT ARE SOME OF SDP'S SERVICES?

The Supplier Diversity Program identifies and notifies MBEs/WBEs of bidding opportunities.

Research bid information and provides bid history to MBEs/WBEs as needed.

Assist MBEs/WBEs with one-on-one counseling regarding state procurement opportunities, marketing strategies, business development, etc.

Work with state agencies and prime contractors to develop and include MBEs/WBEs as subcontractors or through joint ventures.

Submit An Article To *Business Link?*

If you want your firm featured as the next MBE/WBE Spotlight. Or a state agency with benchmarks that may improve other state agency's MBE/WBE participation, SDP would like to hear from you!

Contact the Supplier Diversity Program via email at oeo@mail.oa.state.mo.us or call toll-free at (877) 259-2963.